



Developer Selection Process for the Former Convention Center Site

Background

In the spring of 2000, Mayor Williams appointed a task force to discuss future uses for the former Convention Center Site, which recommended an 18-hour destination district with new residential, retail, open space, commercial and civic uses. The Administration proposed a Request for Proposals and in July unanimously passed the RFP.

Evaluation Process

On September 9, 2002, the Administration released the RFP and on December 9, seven development teams responded. The Administration, with its real estate and design advisors, conducted three-house interviews with each of the development teams, including presentation of their proposals and question and answers from the District. Based on review and the interviews, scoring was completed and the list was narrowed to four development teams: Forest City/Jarvis, Hines/Smith/Georgetown, Related Companies and Civic Development.

As part of its due diligence efforts on the remaining developers, the Administration requested additional information. After reviewing the submissions, the Administration conducted in-depth interviews with each of the short-listed development teams. In addition, several staff members and consultants went on site visits to projects recommended by the development teams. Staff consultants followed up on the additional information and tours with a series of telephone interviews held over several days. Based on this additional information, the proposals were scored again and the list was narrowed to the Forest City/Jarvis team and the Hines/Smith/Georgetown team.

To continue the due diligence, staff organized two development charettes with each of the remaining teams. The charettes focused on design, planning economics and finance. The District requested that each of the teams submit a Letter of Intent (LOI) to the District outlining several critical planning, design and economic issues. The LOI allowed the Administration to compare the development teams' compensation methodologies and levels of risk tolerance.

Based on the original proposals and all of the subsequent due diligence submissions, these proposals were scored and the recommendation was submitted to the Deputy Mayor. The Deputy Mayor submitted the recommendation to the Mayor. Based on this recommendation, the Mayor made a selection of the final developer.

Next Steps

Now that a development team has been selected, the District will negotiate an exclusive rights agreement (ERA) with the developer. The ERA will outline the respective rights of the District and the developer, as well as requirements and conditions for proceeding with the development. The ERA will be negotiated in the first quarter of 2004. Once completed, the ERA will be submitted to the Council for review.





The RFP Process

The Challenge

In this day and age, it is rare for a major American city to control a significant downtown development site, particularly one located at the heart of an active, mixed-use development corridor. However, such a singular opportunity is currently available to the citizens of the nation's capital, at the site of the former Washington D.C. convention center.

To maximize this unique opportunity, the District of Columbia, represented by the Office of the Deputy Mayor for Planning and Economic Development (ODMPED) and the Office of Planning (OP), (hereafter the "District") seeks a master developer, or group of developers through a joint venture (hereinafter the "Development Partner") for a public-private venture to develop residential and commercial uses on this site. The District believes that when these uses are brought together with supporting civic and cultural uses, the site will become the center of a new, downtown Washington destination.

This solicitation seeks a Development Partner that can meet the challenge to create a signature public-private destination for the District of Columbia. The selected Development Partner, subject to successful negotiation of an Exclusive Rights Agreement (hereinafter "ERA"), will have the right to purchase or lease the Development Parcels on the Site, as defined in Section II.

This request has evolved from a two year planning process. In July of 2000, Mayor Anthony A. Williams appointed a Task Force to recommend future uses for the former convention center site, scheduled to be vacated when the new Washington Convention Center at Mt. Vernon Square opens in April 2003. After completing its first phase of planning, the Mayor's Convention Center Redevelopment Task Force issued a report in April 2001.

That report recommended that the District redevelop the site as a mixed-use urban neighborhood to include retail, residential, cultural and entertainment uses, with programmable civic open space as its defining characteristic.

The Task Force further decided that key to this effort was the creation of a downtown destination identified as a place for the residents of Washington D.C., and at the same time an appealing attraction for national and international visitors.

In late 2001, the District began Phase II of its site planning effort, working with urban designers and development advisors in a site planning process to understand the site's opportunities and limitations. The District has prepared this RFP to conclude the Phase II planning process.



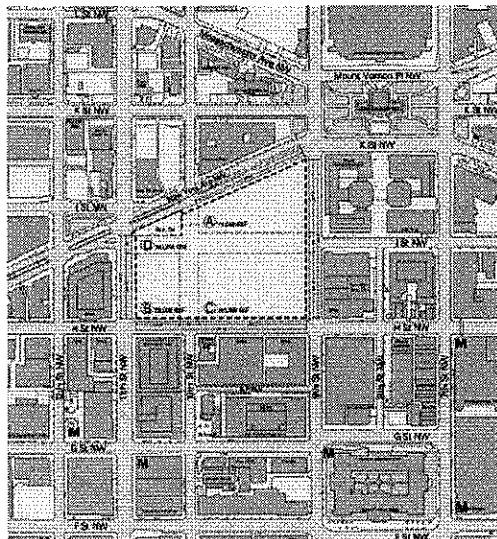
The RFP Process

The Site

The former Convention Center site is bounded by New York Avenue, NW, 9th Street, NW, H Street NW and 11th Street, NW, at the edge of old downtown's traditional center, between the White House and Mt. Vernon Square. The site was assembled to accommodate the former Convention Center in 1978 and 1979 by combining three city blocks and a national park reservation, and by closing two block segments of both Eye street and 10th Street. (For definitional purposes, the entire 10.2 acres of land occupied by the convention center facility, including sidewalks and rights of way, is hereafter the "Site").



The District will select a Developer Partner to develop a master plan for the site and to be responsible for the implementation of the plan on certain parcels on the Site. The District, in consultation with the selected developer, will identify certain parcels to be developed by the selected developer (hereinafter "Development Parcels") and other parcels to be set-aside for Civic and Cultural Uses (also referred to herein as "Intended Uses").



The RFP Process

The District's Vision for the Site

Program Summary

The District's core objective for this site is to create a great downtown destination with an appeal to Washingtonians and invites visitors to our city. The development must be a place for civic gatherings that is uniquely of the City of Washington, D.C.; a place with uses for all Washingtonians, one that is capable of bridging gaps between D.C.'s many distinct communities. This value translates into an urban mixed-use district, a locus of civic and residential life with urban retail and cultural amenities.

PROSPECTIVE USES		UNITS RECOMMENDED
Core Uses		
	■ Retail	Up to 300,000 SF
	■ Residential	600-900 unit
	■ Open Space	1 acre minimum
	■ Central Library	50,000 SF footprint
	■ Performance Venues	70,000 SF footprint
Prospective Uses		
	■ Hotel	To be determined
	■ Office	To be determined
Parking		
	■ Below Grade	1,300-1,500 plus zoning requirements for other uses





The Hines | Smith | Georgetown

Project Overview

Project Approach

The Hines | Smith | Georgetown team is committed to delivery of a world class project by providing the highest level of quality, innovation, and aesthetic in its urban design and architecture, that not only creates a landmark destination for residents and visitors, but also “reweaves” this portion of the city into the larger downtown.

The Hines | Smith | Georgetown team aims to reinvest the site with the vigor, diversity, human scale, and civic pride that mark Washington’s historic neighborhoods, and that characterize the great cities of the world.

Project Program

Residential	+/- 515 units rental apartments +/- 255 units condominiums 20% affordable units
Retail	+/- 275,000 square feet
Open Space	One acre minimum
Hotel	As determined during the master plan process
Office	As determined during the master plan process
Civic Uses	1,300 – 1,500 public parking spaces plus specific zoning requirements for other uses

Concept Plan

“Creating Neighborhoods within the Masterplan”

The master plan must identify urban design concepts that in time become “destination places,” “people places” in their own right, adding to the diversity of choices, and establishing links between activities for visitors, the regional population and residents of the area. The objective is to give the public the sense of activity and liveliness essential to the major multi-purpose urban space.





The Hines | Smith | Georgetown Team Profile

Hines | Smith | Georgetown Team

Principal Members

Hines | Smith | Georgetown is a collaboration among national leaders in the field with over \$24 billion in real estate owned, developed and managed between the principal partners. Hines has demonstrated international and national experience in managing public/private partnerships with retail, office and residential components. Archstone-Smith has substantial expertise in developing large scale residential and retail complexes. Both core team members have substantial real estate portfolios and demonstrated history in the District of Columbia. The team has extensive urban place making experience both abroad and domestically. The teams have formed a joint venture to serve as the Master Developer for the development of the former convention center site. The Hines | Smith | Georgetown team has evidenced a strong commitment to working with the District as a full partner.

Hines Interests Limited Partnership: among the largest privately held mixed-use real estate development firms, 700 projects, have developed over \$13 billion in real estate assets. Hines has developed signature projects in the District with great architects including Columbia Square, Franklin Square, Postal Square and 600 Thirteenth Street.

Archstone-Smith: is a leading publicly traded developer of urban apartments, with over 93,000 units completed nationally, and market cap in excess of \$9.9 billion. Smith has been developing apartment buildings in the Washington area for over five decades and has developed and acquired over 14,000 units in the Metro area since its inception.

The Georgetown Company: owner/developer of commercial space: Main Street retail experience, development manager for cultural institutions and City governments.

The Bundy Development Corporation: local, privately held full-service real estate firm specializing in developing high quality condominiums in the District of Columbia; LSDBE equity partner.

The Neighborhood Development Company: specializes in residential infill projects in emerging urban neighborhoods with a focus on the revitalization of Washington, D.C.; LSDBE equity partner.





The Hines | Smith | Georgetown Team Profile

Hines | Smith | Georgetown Team

Professional Associates

Foster and Partners

Lead master planners and architecture design.

Martha Schwartz, Inc.

Landscape and urban planning.

RTKL Associates

Local architectural firm for building design collaboration and production with Foster and Partners.

Shalom Baranes Associates

Local architectural firm for building design collaboration and production with Foster and Partners.

Harry Robinson, Jerold Kayden

Urban design collaboration.

Williams Jackson Ewing, Inc.

Retail leasing and merchandising expertise.

L.S. Caldwell & Associates

LSDBE program services and compliance.

The Mayhood Company

Residential condominium market analysis and consulting expertise.

Venable LLP

Land use zoning counsel.

Latham Watkins

Transactional counsel.

Arent Fox

Public financing counsel.

Greenstein DeLorme

Residential for-sale counsel.

